



Windows®. Life without Walls™.
Lenovo® recommends Windows®7.



AN ELEGANT, COMPACT AND ENERGY-EFFICIENT PC FOR A SMALL-BUDGET BUSINESS

THE LENOVO® THINKCENTRE® A70z ALL-IN-ONE PC

WHEN TO SELL

DESIGNED FOR SMALL AND MEDIUM BUSINESSES

- Optimum space savings
- Mess-free cable management
- Multiple mounting options
- Easy and fast installation
- Efficient power savings
- Superior performance capability
- Affordable portable desktops

WHO TO SELL TO

TARGET SEGMENT

The ThinkCentre A70z All-in-One PC is designed for small and medium businesses that require space-saving, energy-efficient and easy-to-setup all-in-one PCs that are free of cable clutter. It is also a great fit to educational and healthcare customers.

THINKCENTRE A70z, TOP REASONS TO OWN

- COMFORTABLY SAVE UP TO 70% OF YOUR DESKTOP SPACE¹
- NEATLY ORGANIZE YOUR WORKSPACE WITH CLUTTER-FREE CABLE MANAGEMENT
- BOOT UP IN UNDER 35 SECONDS WITH WINDOWS®7
- EASILY ACCESS AND UPGRADE THE HARD DISK AND MEMORY
- SAVE \$65 ON YOUR POWER BILL PER YEAR²
- FLEXIBLY MOUNT PCS WITH MULTIPLE VESA MOUNTS (OPTIONAL)
- CONVENIENTLY MOVE YOUR PC USING AN ERGONOMIC HANDLE



WHAT WE OFFER

SPACE-SAVING FEATURES

- Consolidated desktop and monitor in a single unit
- Slim form factor—62-mm thickness
- Up to 70% space saving over a traditional desktop with a monitor
- 3 mount options—VESA mount
- Neat cable design

CONVENIENCE FEATURES

- Boot up in under 35 seconds with Windows®7
- Easy access, upgrade and service of hard disk and memory

- Handle for easy portability
- Kensington lock secures chassis—provides extra physical security
- Software security—USB BIOS disable, Computrace BIOS support, Online Backup and Norton AntiVirus
- Legacy software compatible

GREEN ECO-FRIENDLY FEATURES

- Energy Star® 5.0 compliant
- Save \$65 on your Power Bill per year²
- Reusable shopping bag
- Reduced packaging equivalent to 250 Paper Cups & 139 Plastic Bags per box³
- Power Manager

LENOVO ENHANCED EXPERIENCE FOR WINDOWS®7.

FAST. SECURE. BUILT FOR BUSINESS.

Discover a better way of doing business with the new Lenovo Enhanced Experience for Windows®7 on Think PCs. Faster, more durable and greener Think PCs are optimized for Windows®7 to deliver improved ease of use. It enhances productivity and foolproof security that your business cannot do without.

¹ Compared to ThinkCentre A58 Tower plus 19" Wide LCD monitor.

² Compared to your 3 year old replacement PC (ThinkCentre A52) + monitor (ThinkVision E74) without Power Manager. Idle with Screen on. Energy price: \$0.103/kWh, Energy Information Administration, Annual Energy Outlook 2009 (Early Release) edition

³ Compared to Tower + 19" Wide LCD Packaging.



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SERVICE OFFERINGS

SUPPORT

- **Base Warranty Support:** Provides the Lenovo standard award-winning service and support
- **Warranty Upgrades and Extensions:** Protects investment, time and money with the enhanced service-level upgrade (e.g. NBD onsite) and term extension
- **Priority Support for Business:** Provides technical support for the business—expands existing IT capabilities with fast access to 24x7 advanced level technical support

PROTECTION

- **Keep your Hard Drive:** Allows the end-user to retain the hard drive if it fails and hence protects data from falling into the wrong hands
- **Lenovo Online Backup:** Provides secure, encrypted and offsite storage of customer's data



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THE LENOVO® THINKCENTRE® A70z ALL-IN-ONE PC

SALIENT FEATURES AND BENEFITS

- Supports up to Intel® Core™2 Duo processor
- Genuine Windows®7 Home or
- Genuine Windows®7 Professional preloaded
- 2 DIMM slots with 4GB maximum memory
- Supports up to 500GB SATA HDD
- Supports SATA slim DVD-ROM and Rambo
- 6 USB ports (3 side and 3 rear) and a serial port
- Integrated DX10 graphics card
- Space saving PC with a slim form factor of 62-mm thickness
- Green Energy Star® 5.0 compliant PC
- Easy mobility with the ergonomic handle
- Ergonomically designed front-positioned Power button and speaker
- Anti-theft Kensington lock
- 1.3 MP Webcam and integrated microphone (optional)
- WiFi (optional)

KEY DIFFERENTIATORS

COMPARISON WITH COMPETITORS

THINKCENTRE A70z ALL-IN-ONE PC OFFERS:

- Better space-saving options—slimmer All-in-One PCs and more mounting options
- Faster serviceability—easy-to-open chassis
- More convenience—fast, easy setup and ergonomically located power button
- Greener features—reusable shopping bag and minimal packaging
- Greater security with the Kensington lock and the Computrace support

COMPARISON WITH THE IDEACENTRE™ C300 ALL-IN-ONE DESKTOP

THINKCENTRE A70z ALL-IN-ONE PC OFFERS:

- Improved graphics experience
- Widescreen LCD display
- ThinkCentre A preloads (System Update and Product Recovery)
- Physical security with a Kensington lock (also locks Chassis)
- VESA mount options

COMPARISON WITH THE THINKCENTRE A62 AND A58e DESKTOPS

THINKCENTRE A70z ALL-IN-ONE PC OFFERS:

- A slim, space-saving design
- All-in-One PC



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CUSTOMER NEEDS AND OUR SOLUTIONS

Customers need a space-saving All-in-One PC with clutter-free cable management

The ThinkCentre® A70z All-in-One PC offers an integrated LCD monitor with a CPU, in a small form factor (62-mm thickness). Neatly managed cables and multiple mounting options save space and give the workspace an elegant, neat, and compact look.

Customers need easy serviceability and upgrading of hard disks and memory

The ThinkCentre A70z All-in-One PC offers easy-to-service features with only two screws to open the chassis and the end user's access to the hard disk and memory allows easy upgrades.

Customers need an elegant and modern-looking workspace

The ThinkCentre A70z All-in-One PC offers a stylish and elegant PC with multiple mounting options that give a modern look to the workspace. The clutter-free cable design maximizes the workspace giving more convenience without compromising on serviceability and productivity.

Customers need an energy-efficient All-in-One PC

The ThinkCentre A70z All-in-One PC is now greener with a 19" W LCD monitor (16:10 ratio) and a Lenovo Power Manager that helps save on electricity. Lenovo offers the All-in-One PC in a reusable shopping bag with less packaging.

Customers need an affordable All-in-One PC

The ThinkCentre A70z All-in-One PC suites the limited budget SMB, without compromising neither the PC's performance nor employee productivity.

Customers need a dynamic working environment

The ThinkCentre A70z All-in-One PC is easy and fast to setup as compared to a traditional desktop and the ergonomic handle allows easy PC portability giving the end-user the advantage of a mobile workspace.

CUSTOMER CHALLENGES AND OUR SOLUTIONS

Customers require easily serviceable All-in-One PCs

The ThinkCentre A70z All-in-One PC is easier to service than the Dell Vostro 320 All-in-One PC, as the chassis can be opened by removing two screws.

Customers require more expandability options for their All-in-One PC

Although, All-in-One PCs have limited expandability options as compared to traditional desktops, the ThinkCentre A70z All-in-One PC offers easy access and upgrade of the hard disk and memory.



www.lenovopartnernetwork.com

lenovo
CREATORS OF THINKPAD

ThinkCentre

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Availability: All offers subject to availability. Lenovo reserves the right to alter product offerings and specifications at any time, without notice. Lenovo is not responsible for photographic or typographic errors. **Warranty Information:** For a copy of applicable product warranties, write to: Warranty Information, P.O. Box 12195, RTP, NC 27709, Attn: Dept. ZPYA. Lenovo makes no representation or warranty regarding third-party products or services. **Footnotes:** [1] Thickness: may vary at certain points on the system. [2] Travel weight: Includes battery and optional travel bezel instead of standard optical drive in Ultrabay, if applicable; weight may vary due to vendor components, manufacturing process and options. [3] Keyboard: As defined by ISO/IEC 15412. [4] WWAN Service Providers: Requires separate agreement with select third party service provider, and is subject to credit approval and applicable service agreement/terms, rate plan and coverage maps of the provider. Service is available in select metropolitan markets, not available in all areas. Service provider, not Lenovo, is solely responsible for service. Lenovo customers may be contacted after purchase to activate service. Special credit and tenure restrictions and additional charges may apply to international roaming. A network connection, third-party software, additional hardware, and/or subscription to a third-party service may be required for certain solutions/applications. Additional restrictions apply. Offer subject to change. [5] Battery Life: These model numbers achieved Battery Rundown Time of at least the time shown during testing. A description of the testing is available at lenovo.com/pc/www/thinkpad/batterylife. Battery life (and recharge times) will vary based on many factors including screen brightness, applications, features, power management, battery conditioning and other customer preferences. [6] Wireless Network Access: required and not included; access may require subscription and fees may apply. May require compatible wireless-enabled options, sold separately. [7] Wireless range/speed: Actual device range and data transfer speed depend upon many factors and are often less than the maximum possible.

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